

DATA SECTION



39 FINANCIAL AND NON-FINANCIAL HIGHLIGHTS FOR
THE PAST 10 YEARS

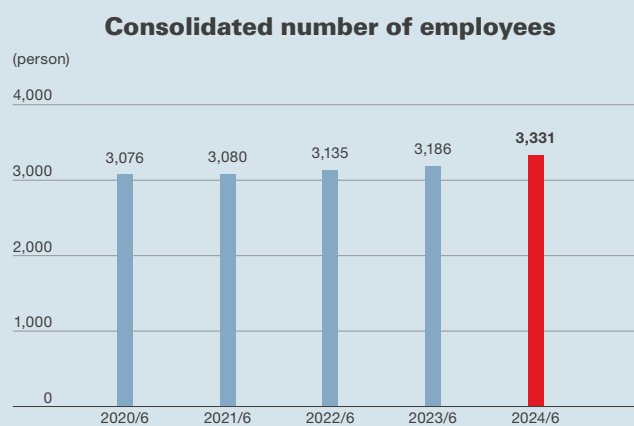
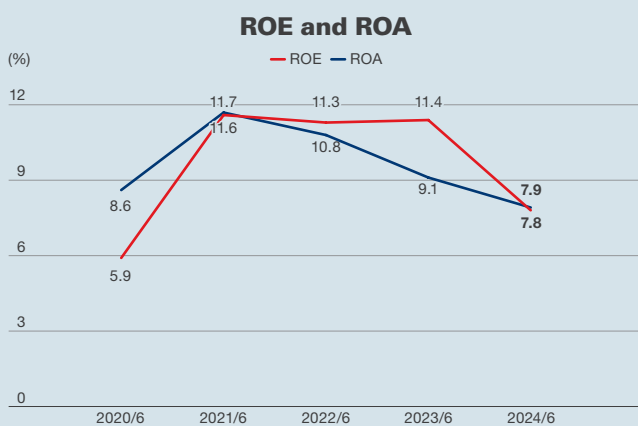
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Financial and non-financial highlights for the past 10 years

	2015/3	2016/3	2017/3	2018/3
For the Year:				
Net sales	43,925	45,481	47,987	50,499
Cost of sales	31,723	33,257	34,603	35,732
Selling, general and administrative expenses	8,630	8,340	9,115	10,743
Operating profit	3,571	3,883	4,268	4,023
Net income attributable to owners of parent	2,463	2,326	2,871	3,050
Cash flows from operating activities	2,947	1,713	4,072	3,188
Cash flows from investing activities	2,327	(1,791)	(2,110)	(2,414)
Cash flows from financing activities	(4,940)	1,566	(1,300)	399
Cash and cash equivalents at end of year	8,366	9,812	10,418	11,622
At Year-End:				
Total assets	33,301	36,830	39,067	41,486
Total net assets	19,917	21,338	23,771	27,428
Equity ratio (%)	59.3	57.5	60.3	65.5
Per Share Data (Yen):				
Net income* ¹	61.52	58.28	71.91	76.08
Net assets* ¹	494.50	530.09	589.87	660.69
Cash dividends* ¹	15.00	16.25	17.50	20.00
Other information (%)				
Operating margin	8.1	8.5	8.9	8.0
ROA (return on assets)	10.3	11.3	11.6	10.7
ROE (return on equity)	13.4	11.4	12.8	12.0

Financial and non-financial data



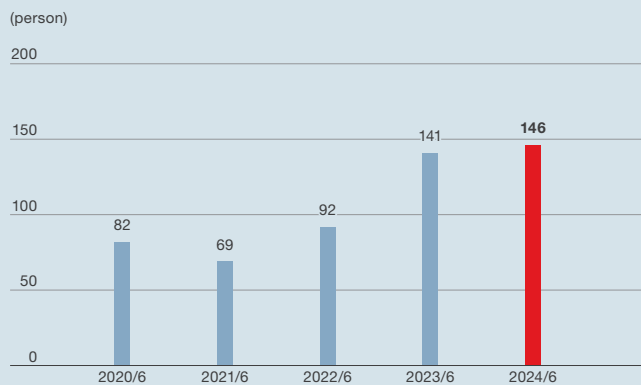
*1 The Company conducted a two-for-one split of common stock effective October 1, 2017. Calculations are made on the assumption that the stock split was performed at the beginning of the fiscal year ended March 2014.

*2 Due to a change in the fiscal period, the fiscal year ended June 2020 was a fifteen-month period from April 1, 2019 to June 30, 2020.

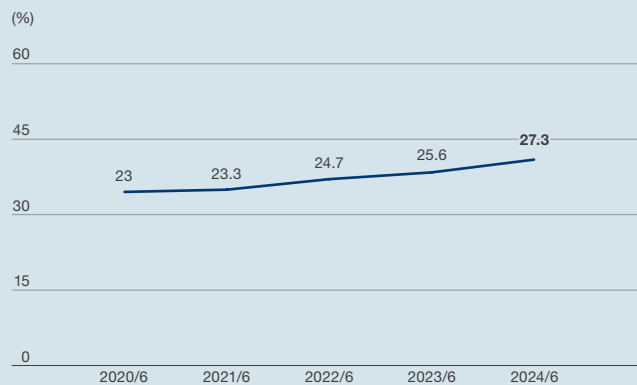
(Millions of yen)
Negative figures are shown in parenthesis

2019/3	2020/6*2	2021/6	2022/6	2023/6	2024/6
53,986	66,880	57,558	60,232	61,387	63,279
37,891	47,971	39,358	39,843	40,088	41,279
11,826	15,129	13,778	15,739	17,513	18,709
4,268	3,779	4,421	4,649	3,785	3,289
2,859	1,683	3,372	3,418	3,505	2,456
4,279	7,032	4,845	3,391	2,687	1,972
(4,087)	(1,402)	(1,241)	(634)	(618)	(705)
(58)	(5,518)	(1,354)	(2,854)	(3,954)	(2,159)
11,720	11,779	14,132	14,277	12,536	11,940
45,524	41,489	45,751	45,633	44,391	45,318
28,987	28,335	30,526	30,823	31,004	32,439
63.3	67.8	65.6	66.8	69.3	71.1
69.47	41.99	84.40	86.31	91.21	64.47
699.51	704.73	750.50	776.32	808.17	844.73
22.00	30.00	35.00	38.00	42.00	43.00
7.9	5.7	7.7	7.7	6.2	5.2
9.7	8.6	11.7	10.8	9.1	7.9
10.2	5.9	11.6	11.3	11.4	7.8

Number of new hires



Rate of female managers*3*4



*3 From the fiscal year ended June 2020 to the fiscal year ended June 2022, companies subject to data collection are INTAGE HOLDINGS Inc., INTAGE Inc., INTAGE RESEARCH Inc., INTAGE Healthcare Inc., INTAGE TECHNOSPHERE Inc. and INTAGE ASSOCIATES Inc. From the fiscal year ended June 2023, all domestic consolidated subsidiaries are subject to data collection.

*4 Calculation of the percentage of managers who are women is made based on the provisions of the Act on the Promotion of Female Participation and Career Advancement in the Workplace (Act No. 64 of 2015).

Consolidated Balance Sheet

Thousands of yen

Assets	2023/6	2024/6
Current assets		
Cash and deposits	12,620,553	12,045,279
Notes receivable - trade	624,648	578,419
Accounts receivable - trade	8,727,169	10,539,946
Contract assets	85,784	295,448
Merchandise	15,422	25,402
Work in process	2,186,425	1,859,716
Supplies	146,511	128,381
Other	2,010,226	2,538,923
Allowance for doubtful accounts	△ 3,877	△ 6,092
Total current assets	26,412,864	28,005,424
Non-current assets		
Property, plant and equipment		
Buildings and structures	6,316,306	6,438,073
Accumulated depreciation	△ 5,145,155	△ 5,295,177
Net buildings and structures	1,171,150	1,142,896
Equipment and fixtures	1,550,928	1,587,977
Accumulated depreciation	△ 1,276,087	△ 1,296,166
Net equipment and fixtures	274,841	291,810
Land	1,998,156	1,998,156
Leased assets	1,083,976	823,979
Accumulated depreciation	△ 604,104	△ 476,372
Net lease assets	479,871	347,606
Total property, plant and equipment	3,924,020	3,780,470
Intangible assets		
Goodwill	832,688	711,421
Other	3,054,218	2,801,911
Total intangible assets	3,886,907	3,513,333
Investments and other assets		
Investment securities	5,846,269	5,920,277
Deferred tax assets	2,505,024	1,622,811
Retirement benefit asset	101,306	688,061
Other	2,027,233	2,120,386
Allowance for doubtful accounts	△ 312,467	△ 332,260
Total investments and other assets	10,167,365	10,019,276
Total non-current assets	17,978,294	17,313,079
Total assets	44,391,158	45,318,504

Thousands of yen

Liabilities	2023/6	2024/6
Current liabilities		
Accounts payable - trade	2,973,730	2,975,988
Short-term borrowings	224,840	—
Lease liabilities	215,361	162,711
Income taxes payable	560,187	288,105
Contract liabilities	749,715	941,438
Provision for bonuses	2,138,925	2,199,639
Provision for point card certificates	2,287,583	2,299,060
Other	2,651,449	3,023,704
Total current liabilities	11,801,793	11,890,649
Non-current liabilities		
Long-term borrowings	173,410	100,000
Lease liabilities	321,346	233,622
Provision for share awards	173,215	161,096
Retirement benefit liability	755,043	315,774
Asset retirement obligations	103,966	104,675
Other	57,512	72,836
Total non-current liabilities	1,584,494	988,006
Total liabilities	13,386,287	12,878,655

Thousands of yen

Net assets	2023/6	2024/6
Shareholders' equity		
Share capital	2,378,706	2,378,706
Capital surplus	1,789,401	1,796,219
Retained earnings	30,075,545	30,916,440
Treasury shares	△ 3,461,377	△ 3,381,200
Total shareholders' equity	30,782,275	31,710,166
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	113,749	124,580
Foreign currency translation adjustment	657,900	711,140
Remeasurements of defined benefit plans	△ 784,122	△ 336,964
Total accumulated other comprehensive income	△ 12,472	498,756
Non-controlling interests	235,067	230,926
Total net assets	31,004,871	32,439,848
Total liabilities and net assets	44,391,158	45,318,504

Consolidated Statements of Income

Thousands of yen

	2022/7/1- 2023/6/30	2023/7/1- 2024/6/30
Net sales	61,387,014	63,279,218
Cost of sales	40,088,291	41,279,883
Gross profit	21,298,723	21,999,335
Selling, general and administrative expenses	17,513,400	18,709,346
Operating profit	3,785,323	3,289,989
Non-operating income		
Interest income	13,204	22,232
Dividend income	53,847	59,716
Share of profit of entities accounted for using equity method	218,097	175,415
Gain on investments in investment partnerships	270,991	13,150
Foreign exchange gains	44,794	46,649
Other	105,185	69,297
Total non-operating income	706,121	386,462
Non-operating expenses		
Interest expenses	21,420	19,979
Commission expenses	14,428	14,182
Commission for purchase of treasury shares	50,854	—
Loss on retirement of non-current assets	18,044	83,223
Provision of allowance for doubtful accounts	307,266	10,590
Other	5,599	5,203
Total non-operating expenses	417,614	133,178
Ordinary profit	4,073,829	3,543,273
Extraordinary income		
Gain on sales of investment securities	146,414	—
Gain on sale of shares of subsidiaries and associates	76,423	—
Gain on liquidation of subsidiaries	—	349,277
Total extraordinary income	222,837	349,277
Extraordinary loss		
Loss on valuation of investment securities	31,910	105,057
Total extraordinary losses	31,910	105,057
Profit before income taxes	4,264,756	3,787,493
Income taxes - current	1,506,057	601,924
Income taxes - deferred	△ 621,284	720,443
Total income taxes	884,772	1,322,368
Profit	3,379,984	2,465,125
Profit (loss) attributable to non-controlling interests	△ 125,776	8,300
Profit attributable to owners of parent	3,505,760	2,456,825

Consolidated Statements of Comprehensive Income

Thousands of yen

	2022/7/1- 2023/6/30	2023/7/1- 2024/6/30
Profit	3,379,984	2,465,125
Other comprehensive income		
Valuation difference on available-for-sale securities	△ 234,325	10,146
Foreign currency translation adjustment	142,045	65,378
Remeasurements of defined benefit plans, net of tax	302,021	447,157
Total other comprehensive income	209,741	522,681
Comprehensive income	3,589,725	2,987,807
Comprehensive income attributable to:		
Comprehensive income attributable to owners of parent	3,705,589	2,968,054
Comprehensive income attributable to non-controlling interests	△ 115,863	19,752

Consolidated Statements of Cash Flows

Thousands of yen

Thousands of yen

	2022/7/1- 2023/6/30	2023/7/1- 2024/6/30
Cash flows from operating activities		
Profit before income taxes	4,264,756	3,787,493
Depreciation	1,332,945	1,249,123
Amortization of goodwill	129,157	121,267
Decrease (increase) in retirement benefit asset	△ 73,058	△ 586,755
Increase (decrease) in retirement benefit liability	△ 536,714	△ 442,341
Increase (decrease) in provision for retirement benefits for directors (and other officers)	△ 4,800	—
Increase (decrease) in provision for bonuses	△ 52,412	45,223
Increase (decrease) in allowance for doubtful accounts	306,285	21,898
Increase (decrease) in provision for point card certificates	61,466	11,477
Increase (decrease) in provision for losses on orders received	△ 26,416	—
Increase (decrease) in provision for share awards	△ 20,300	△ 12,118
Interest and dividend income	△ 67,052	△ 81,949
Share of loss (profit) of entities accounted for using equity method	△ 218,097	△ 175,415
Interest expenses	21,420	19,979
Loss (gain) on investments in investment partnerships	△ 270,991	△ 13,150
Loss on retirement of non-current assets	18,044	83,223
Loss (gain) on sales of investment securities	△ 146,414	—
Loss (gain) on sale of shares of subsidiaries and associates	△ 76,423	—
Loss (gain) on liquidation of subsidiaries	—	△ 349,277
Loss (gain) on valuation of investment securities	31,910	105,057
Decrease (increase) in trade receivables	△ 461,048	△ 1,718,020
Decrease (increase) in inventories	△ 145,361	347,625
Increase (decrease) in trade payables	308,900	△ 35,391
Increase (decrease) in accrued consumption taxes	△ 199,832	110,899
Other	161,929	614,556
Subtotal	4,337,893	3,103,403
Interest and dividends received	67,052	81,949
Interest paid	△ 19,241	△ 19,772
Income taxes paid or refunded (minus symbol indicates payment)	△ 1,754,894	△ 1,210,015
Other	56,618	16,595
Net cash provided by (used in) operating activities	2,687,428	1,972,160

	2022/7/1- 2023/6/30	2023/7/1- 2024/6/30
Cash flows from investing activities		
Payments into time deposits	△ 88,220	△ 82,744
Proceeds from withdrawal of time deposits	111,465	62,290
Purchase of property, plant and equipment	△ 439,318	△ 164,309
Purchase of intangible assets	△ 705,795	△ 626,404
Purchase of investment securities	△ 224,978	△ 178,773
Proceeds from sales of investment securities	713,313	249,861
Loan advances	△ 1,550	△ 1,510
Proceeds from collection of loans receivable	1,561	24,591
Payments for sale of shares of subsidiaries resulting in change in scope of consolidation	△ 88,570	—
Payments of guarantee deposits	△ 42,385	△ 61,669
Proceeds from refund of guarantee deposits	16,774	33,375
Proceeds from distributions from investment partnerships	124,754	10,204
Other	4,196	29,731
Net cash provided by (used in) investment activities	△ 618,753	△ 705,356
Cash flows from financing activities		
Proceeds from short-term borrowings	8,000,000	7,000,000
Repayments of short-term borrowings	△ 8,000,000	△ 7,000,000
Proceeds from long-term borrowings	100,000	—
Repayments of long-term borrowings	△ 324,840	△ 298,250
Repayments of lease obligations	△ 219,187	△ 222,068
Proceeds from share issuance to non-controlling shareholders	7,833	6,210
Purchase of treasury shares	△ 1,999,975	△ 265
Dividends paid	△ 1,505,811	△ 1,616,044
Purchase of shares of subsidiaries not resulting in change in scope of consolidation	—	△ 10,056
Other	△ 12,320	△ 18,896
Net cash provided by (used in) financing activities	△ 3,954,302	△ 2,159,369
Effect of exchange rate change on cash and cash equivalents	145,170	296,470
Net increase (decrease) in cash and cash equivalents	△ 1,740,457	△ 596,095
Cash and cash equivalents at beginning of period	14,277,356	12,536,899
Cash and cash equivalents at end of period	12,536,899	11,940,803

Corporate Data/INTAGE Group

Corporate profile

Company Name	INTAGE HOLDINGS Inc.
Established	March 1960
President and Representative Director	Yoshiya Nishi
Share capital	¥2,378.7 million
Net Sales (Consolidated)	¥63.2 billion (Fiscal year ended June 2024)
Consolidated number of employees	3,331 (As of June 30, 2024)
Head Office	INTAGE Akihabara Building, 3 Kanda-Neribeicho, Chiyoda-ku, Tokyo 101- 0022, Japan

INTAGE Group (As of July 1, 2024)

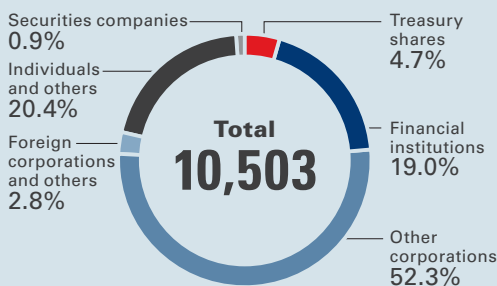
Domestic Group Companies	Overseas Group Companies
INTAGE Inc.	INTAGE CHINA Inc.
INTAGE RESEARCH Inc.	SHANGHAI HARVEST MARKET CONSULTING Co., Ltd.
INTAGE QUALIS Inc. Research and Innovation Co., Ltd.	INTAGE (Thailand) Co., Ltd.
DOCOMO InsightMarketing, INC.	INTAGE VIETNAM LIMITED LIABILITY COMPANY
dataSpring Inc.	INTAGE INDIA Private Limited
INTAGE Healthcare Inc.	INTAGE SINGAPORE PTE. LTD.
KYOWA KIKAKU LTD.	PT. INTAGE INDONESIA
INTAGE Real World Inc.	INTAGE USA Inc.
PLAMED Inc.	dataSpring Korea Inc.
INTAGE TECHNOSPHERE Inc.	dataSpring Global Research USA, Inc.
DataAge Inc.	dataSpring Singapore PTE LTD
Buildsystem Co., Ltd.	dataSpring Philippines, Inc.
NSK Co., Ltd.	DATA SPRING CHINA Inc.
INTAGE ASSOCIATES Inc.	Plamed Korea Co., Ltd.

Stock Information (As of June 30, 2024)

Stock

Authorized Shares	Number of Shareholders
148,000,000	10,503
Shares Issued	
40,426,000	

Distribution of Shares



Major Shareholders (as of June 30, 2024)

Name of shareholder	Investment in the Company	
	Number of shares owned (Shares)	Shareholding ratio (%)
NTT DOCOMO, INC.	19,622,021	51.0
The Master Trust Bank of Japan, Ltd. (account in trust)	2,731,100	7.1
INTAGE Group Employees' Stockholding Association	1,626,737	4.2
Nippon Life Insurance Company	1,120,000	2.9
Custody Bank of Japan, Ltd. (account in trust)	1,044,214	2.7
Saitama Resona Bank, Ltd.	757,500	2.0
Mizuho Trust & Banking Co., Ltd. As trustee for Retirement Benefit Trust of Eisai Co., Ltd.	666,500	1.7
Hoei Jitsugyo Co., Ltd.	601,900	1.6
The Dai-ichi Mutual Life Insurance Company	567,100	1.5
Daiei Real Estate & Development Co., Ltd.	371,700	1.0

(Note) The shareholding ratio is calculated with treasury shares (1,914,006 shares) deducted.

Stock Price

